

Message Text

UNCLASSIFIED

PAGE 01 GOTEBO 00195 110850Z
ACTION EUR-12

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AMEMBASSY STOCKHOLM UNN

UNCLAS GOTEBO 0195

E.O. 11652: N/A
TAGS: BTRA, SW
SUBJ: FOREIGN BUYER PROGRAM: VISIT BY I. STUFFE

1. MR. I. STUFFE, PLANT MANAGER AND EXPORT DIRECTOR, NERMANS
STAMPLAR, M. NERMAN & CO. BOX 347, S-651 05 KARLSTAD, SWEDEN,
TELEX 66191, WILL VISIT US IN OCTOBER/NOVEMBER 1978.

2. VISITOR SEEKS EXCLUSIVE AGENCIES FOR SWEDEN, FINLAND,
AND NORWAY FOR INDUSTRIAL MARKING MACHINERY AND DEVICES AND
LARGE RUBBER STAMPS. HE IS PARTICULARLY INTERESTED IN CONTACT-
LESS MARKING, SUCH AS ELECTROSTATIC MARKING. HE IS POTENTIALLY
INTERESTED IN OTHER EQUIPMENT THAT COULD LOGICALLY BE MARKED
TOGETHER WITH INDUSTRIAL MARKING PRODUCTS, SUCH AS WEIGHING
AND LABELING EQUIPMENT.

3. THE FIRM IS THE LEADING SWEDISH MANUFACTURER AND DISTRIBUTOR
OF INDUSTRIAL MARKING EQUIPMENT. THEY CLAIM PARTICULARLY GOOD
CONTACTS WITH THE PULP AND PAPER, WOOD, AND STEEL INDUSTRIES.

4. BUSINESS WAS ESTABLISHED IN 1920. TOGETHER WITH A SUBSIDIARY
PRINTING SHOP THEY REPORT ANNUAL SALES EQUIVALENT TO US DOLLARS
2 MILLION AND EMPLOY 90. A RELIABLE LOCAL CREDIT SOURCES
HIGHLY RECOMMENDS BUSINESS RELATIONS. BUSINESS IS DESCRIBED AS
PROGRESSIVE, WELL MANAGED AND PROFITABLE. FINANCIAL POSITION
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AND LIQUIDITY GOOD. OBLIGATIONS ALWAYS MET PROMPTLY.

5. MR. STUFFE WILL VISIT THE NATIONAL PACKAGING EXPO IN CHICAGO,
OCTOBER 30 TO NOVEMBER 3, 1978 AND WILL STAY AT LEAST ONE ADDI-
TIONAL WEEK. HIS ITINERARY IS FLEXIBLE, BUT VISITS TO NEW YORK
CITY, BUFFALO, WASHINGTON, D.C., CHICAGO, LOS ANGELES, NEW
ORLEANS AND MIAMI ARE FIRM. PLEASE NOTIFY DISTRICT OFFICES.

HOTELS AND ADDITIONAL ITINERARY DETAILS WILL BE CABLED AS SOON
AS AVAILABLE.
OWENS

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NNN

Message Attributes

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